

Business Developer Testing Services

Zurich, Switzerland | Full time

Company Description

Can you envision your career at a place where what you do is acknowledged and regarded as important?

Yes? Then keep on reading.

Our aim is to be a fully agile organization and through our methodology we ensure the best test automation services to our clients. Are you up for the challenge?

Yes? Then keep on reading.

Thanks to our flat hierarchy and the short decision paths, we offer our employees a working place where they can have an impact. Due to our agile mindset we are continuously pushing our organization forward by being open minded and by welcoming new ideas and improvements. We are looking for people who love to go the extra mile and will help us in achieving our growth plan. Read more about our company and join our [Sixsentix](#) Team!

Job Description

- Cultivate strong business relationships with key decision makers
- Proactively identify new opportunities and deliver innovative solutions to customers
- Develop market strategies by researching lists of high potential prospects
- Ensure the whole sales process from acquisition to closure including the handover to the Delivery
- Work in close collaboration with our Delivery Team to provide the customers the services they need
- Attending sales meetings at client, determining their needs and adapt the solution

Qualifications

The ideal candidate is a motivated, organized, and creative individual who welcomes the challenges of acquiring and developing new business through sales efforts. You will build key customer relationships, identify business opportunities, and close business deals while maintaining an extensive knowledge of current market conditions.

- Graduate in technical disciplines and/or Business Information Technology
- Agile Mindset and intention to achieve the goals together with the company
- Sales experience of tools, services and solutions to major accounts
- Dynamic and open personality representing our agile approach
- Proven track record within IT Distribution, especially in software development or quality assurance
- Fluent German and English skills
- Strong Communication and presentation skills
- Willingness to travel (CH)

Please note that we only accept profiles from recruitment agencies with a written consent of our company. If there is no agreement given by Sixsentix Human Resources and we should receive a dossier anyway, we feel free to get in touch with the candidate without owing a fee to any party. Through the submission without our consent you agree to our stated terms.

We look forward to receiving your electronic application (CV, reference letters, etc.) by email to careers.ch@sixsentix.com. Find more information about Sixsentix on www.sixsentix.com

